

# Local Market Update – April 2023

A Research Tool Provided by REsides, Inc. and the Hilton Head Area Association of REALTORS®



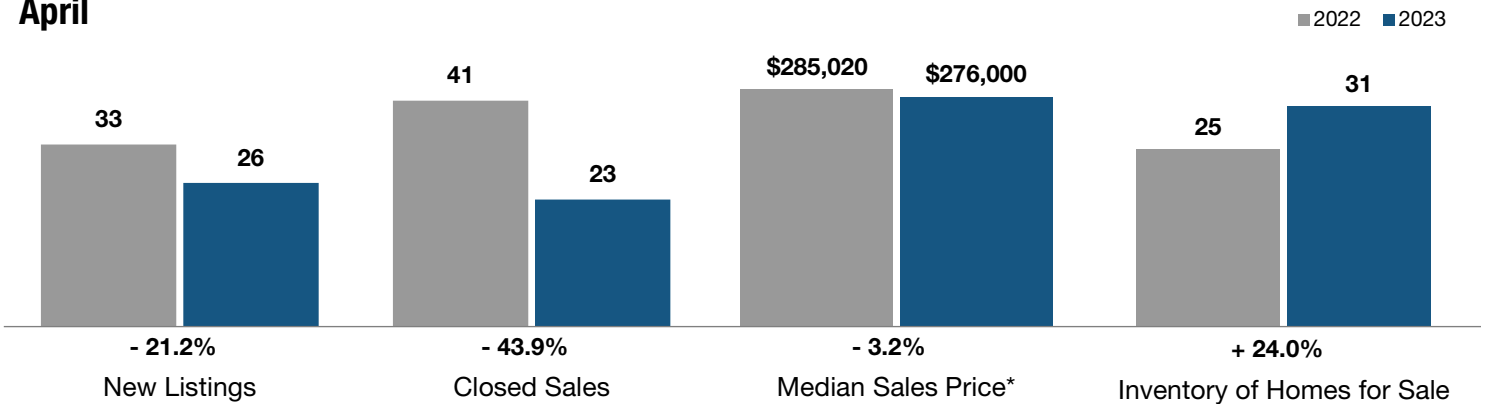
## HH General

Condos / Villas Only

| Key Metrics                     | April     |                  |                | Year to Date |                  |                |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
|                                 | 2022      | 2023             | Percent Change | 2022         | 2023             | Percent Change |
| New Listings                    | 33        | 26               | - 21.2%        | 143          | 108              | - 24.5%        |
| Closed Sales                    | 41        | 23               | - 43.9%        | 152          | 90               | - 40.8%        |
| Median Sales Price*             | \$285,020 | <b>\$276,000</b> | - 3.2%         | \$280,000    | <b>\$293,250</b> | + 4.7%         |
| Percent of List Price Received* | 100.0%    | <b>97.9%</b>     | - 2.1%         | 99.9%        | <b>97.0%</b>     | - 2.9%         |
| Days on Market Until Sale       | 62        | 67               | + 9.0%         | 79           | 87               | + 10.0%        |
| Inventory of Homes for Sale     | 25        | 31               | + 24.0%        | --           | --               | --             |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### April



### Historical Median Sales Price Rolling 12-Month Calculation

